# RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

May 6, 1998

**RJR Account #094931**
Mr. E. Bush
MID-VALLEY CANDY

**JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541**

Dear Ed:

*DORAL B8G2F 'PRE-SLEEVED'* product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

| DORAL B4G1F BRAND STYLEs | UPC Code | #/ (6M) Cases |
|---|---|---|
| ***Light King*** | 12300-25291 | 4 |
| ***Light 100*** | 12300-25292 | 4 |
| ***FF 100*** | 12300-25293 | 4 |
| ***Lt Men 100*** | 12300-25294 | 4 |
| ***Ult Lt 100*** | 12300-25295 | 4 |
| ***Box 100*** | 12300-25296 | 4 |
| ***Lt Box 100*** | 12300-25297 | 4 |

Billing per 6M Case: **24 Savings Cartons**

Product Arrival: **May 18, 1998**

Ship Date to Retail: **Week of: June 8, 1998**

EFT $ Amount: **$6,560.60**

| PARTNERS 'BONUS' REPORTING DESCRIPTION | 'DOR JUN B8G2F' |
|---|---|

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Source: https://www.industrydocuments.ucsf.edu/docs/hmpy0000

**PROMOTION DESCRIPTION:**

******* NO PACKING IS REQUIRED *******

***SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.***

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you $3.60 per each **promoted 6M** case for all product packed and shipped to retail on a timely basis. This equates to **$100.80 (28 (6M) case(s) @ $3.60)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell
Promotional Coordinator / 1610
/jc
cc: J. McLean
L. E. MacWilliams

Enclosure: Customer List

**Note to RJR Manager:**
**Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.**

DORB8JUN.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/hmpy0000

## DIRECT ACCOUNT RETAIL CUSTOMER LIST

## PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

## RETAIL DISTRIBUTION DATE: 6/8/98

** NO PACKING REQUIRED ** POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.

7 BRAND STYLES: DORAL LT/ LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100

7 STYLES

| S/REP | P/REP | ACCT | ACCOUNT NAME | ADDRESS | CITY | STATE | SEGMENT | VAP DIST | VAP NAME | VAP SPLIT | # CARTONS PER STYLE | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 162204 | 162223 | 581942 | SUSQUEHANNA BEVERAG | SOUTH MAIN STREET | HALLSTEAD | PA | CS | 94931 | MID-VALLEY CANDY | | 40 | |
| 162208 | 162220 | 746242 | BACK MOUNTAIN TBCO | ROUTE 309-415 PLAZA | DALLAS | PA | CS | 94931 | MID-VALLEY CANDY | | 40 | |
| 162209 | 162222 | 412784 | MONTAGE TOBACCO | 632 DAVIS ST | SCRANTON | PA | CS | 94931 | MID-VALLEY CANDY | | 40 | |
| | | | | | | | 94931 Total | | | | 4 | CASE(S) PER STYLE |



Source: https://www.industrydocuments.ucsf.edu/docs/hmpy0000